

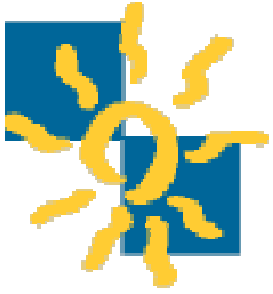
the center for a new
American dream

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Reviewing Proposals

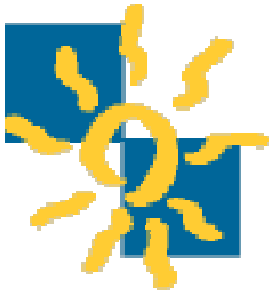
Balancing Environmental Concerns with
Price and Performance





Balance Environmental and Other Considerations

- Refuse to pay extra
 - Provide some limited price flexibility
 - Establish price preferences
 - Require lifecycle cost evaluations
 - Adopt best value purchasing principles
-



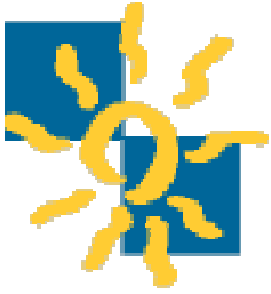
Price Preference

- Express a willingness to pay more for products or services with desired environmental attributes.
 - Being used by a number of U.S. communities, including:
 - **Cincinnati, Ohio** - 3% for products it considers environmentally preferable.
 - **Kansas City and Jackson County, Missouri** - 15% for products they consider environmentally preferable.
 - **King County, Washington** - 10 % for re-refined motor oil; 15% for recycled-content paper.
 - **San Diego County, California** - 5 % for environmentally preferable products.
 - **Santa Barbara, California** - 12% for recycled-content paper.
 - **Vermont** - 5% for recycled-content products.
 - **Washington** - 10% for EPA-designated recycled-content products
-



Price Preferences

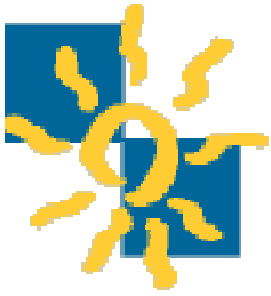
Product A	Product B
\$1,734	\$1,873



Price Preferences

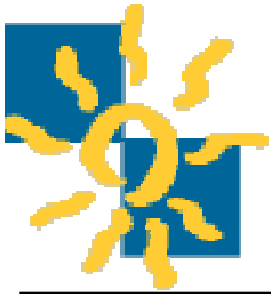
Adding a 10% Price Preference

Product A	Product B
\$1,734	\$1,873 x .90
\$1,734	\$1,686



Lifecycle Costing

- When comparing costs, examine the total financial cost of the product throughout its useful life.
 - Costs to consider:
 - Initial cost
 - Operating costs
 - Maintenance costs
 - Depreciation costs
 - Upgrade costs
 - Disposal costs
-



Alternative HVAC Systems

Base Case HVAC Technology

	Base Date Cost	Year	Discount Factor (3%)	Present Value
Investment Cost	\$103,000	Base	1.00	\$103,000
Fan Replacement	\$12,000	12	0.70	\$8,417
Residual Value	<-\$3,500>	20	0.55	<-\$1,938>
Electricity	\$20,000	Annual	14.88	\$297,549
O&M	\$7,000	Annual	14.88	\$104,142
Total				\$511,171

Alternative - "Green" HVAC Technology

Investment Cost	\$110,000	Base	1.00	\$110,000
Fan Replacement	\$12,500	12	0.70	\$8,767
Residual Value	<-\$3,700>	20	0.55	<-\$2,049>
Electricity	\$13,000	Annual	14.88	\$193,407
O&M	\$8,000	Annual	14.88	\$119,020
Total				\$429,146



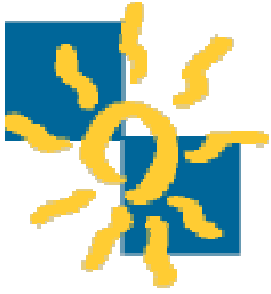
Best Value

- Assign relative weights to price, performance, and environmental criteria.
 - Score all competing products.
 - Compare the results.
-



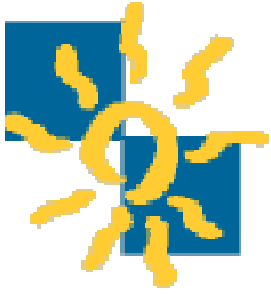
Best Value

Overall Ratings		Within types, in performance order								<div> <div>●</div> Excellent <div>◐</div> Very good <div>○</div> Good <div>◑</div> Fair <div>●</div> Poor </div>	
KEY NO.	BRAND & MODEL	PRICE	OVERALL SCORE	PRINT QUALITY	MEGAPIXELS	WEIGHT (OZ.)	FLASH RANGE (FT.)	BATTERY LIFE (SHOTS)	NEXT-SHOT DELAY (SEC.)	RECOMMENDATIONS & NOTES	
			0 P F G VG E 100								
3- TO 5-MEGAPIXEL CAMERAS											
1	Sony DSC-F707	\$1,000	<div><div></div></div>	●	5	25	15	240	2	Very good, but expensive. Uses camcorder-type battery (included). Infrared-sensitive mode. Secure grip. Electronic viewfinder, tiltable body.	
2	Canon PowerShot G2	800	<div><div></div></div>	●	4	18	15	600	3	Very good, with pro-style features. Uses camcorder-type battery (included). Swing out LCD display. Displays histogram in preview mode. Secure grip. Hot shoe.	
3	Olympus Camedia C-3040 Zoom	600	<div><div></div></div>	●	3.3	14	18	320	3	Very good, with secure grip. Battery life approx. 3,500 shots using lithium batteries. Complicated menus. Can record audio and movie clips.	
4	Olympus Camedia D-40 Zoom	600	<div><div></div></div>	●	4.1	8	10	50	4	Very good and small, with only shallow grip. Battery life approx. 700 shots using lithium batteries.	
5	Fujifilm FinePix F601 Z	550	<div><div></div></div>	●	3	10	15	250	2	Good, and allows you to crop images in camera.	
6	Sony Cyber-shot DSC-S75	500	<div><div></div></div>	●	3.3	16	10	300	3	Very good, and uses camcorder-type battery (included). Secure grip. Can record audio and movie clips.	
7	HP PhotoSmart 812	500	<div><div></div></div>	●	4.1	9	9	80	4	Very good, with direct printing to HP printers.	
	Kodak EasyShare									Very good. Supplied AA batteries have fair	



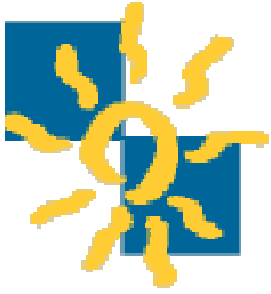
Best Value

	Product A	Product B	Product C
Price			
Performance			
Environmental			
Total			



Best Value

	Product A	Product B	Product C
Price (60 points)			
Performance (25 points)			
Environmental (15 points)			
Total (100 points)			



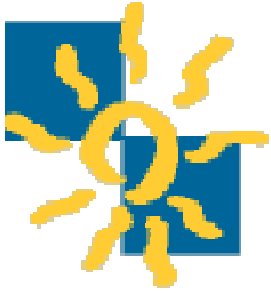
Best Value

	Product A	Product B	Product C
Price (60 points)	\$1,000	\$1,050	\$1,100
Performance (25 points)			
Environmental (15 points)			
Total (100 points)			



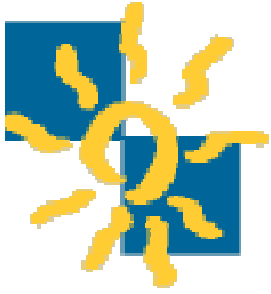
Best Value

	Product A	Product B	Product C
Price (60 points)	\$1,000 60 points	\$1,050 57 points	\$1,100 54 points
Performance (25 points)			
Environmental (15 points)			
Total (100 points)			



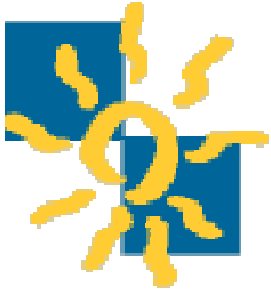
Best Value

	Product A	Product B	Product C
Price (60 points)	\$1,000 60 points	\$1,050 57 points	\$1,100 54 points
Performance (25 points)	20 points	22 points	24 points
Environmental (15 points)			
Total (100 points)			



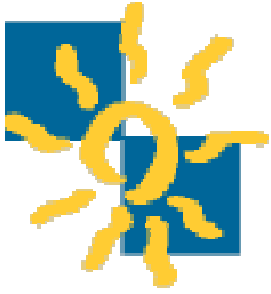
Best Value

	Product A	Product B	Product C
Price (60 points)	\$1,000 60 points	\$1,050 57 points	\$1,100 54 points
Performance (25 points)	20 points	22 points	24 points
Environmental (15 points)	11 points	15 points	13 points
Total (100 points)			



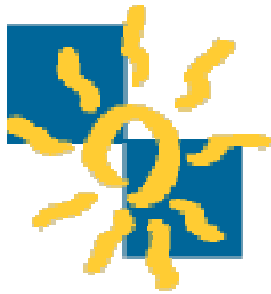
Best Value

	Product A	Product B	Product C
Price (60 points)	\$1,000 60 points	\$1,050 57 points	\$1,100 54 points
Performance (25 points)	20 points	22 points	24 points
Environmental (15 points)	11 points	15 points	13 points
Total (100 points)	91 points	94 points	91 points



Best Value

	Product A	Product B	Product C
Price (60 points)	\$1,000 60 points	\$1,050 57 points	\$1,100 54 points
Performance (25 points)	20 points	22 points	24 points
Environmental (15 points)	11 points	15 points	13 points
Total (100 points)	91 points	94 points	91 points



Massachusetts Cleaning Products

RFR#GRO04

ATTACHMENT B MANDATORY SPECIFICATIONS CHECKLIST

This attachment must be filled out and returned with all responses. Bidders must also submit required documentation to be considered eligible for award. Separate attachments must be submitted for product applications when environmental and health information varies for each application

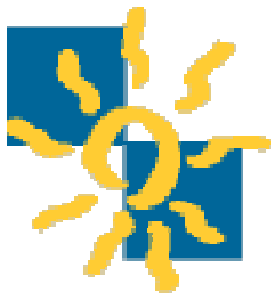
Bidder Name _____

Manufacturer Name _____

Product Name _____

Product Application Being Proposed _____

CRITERIA	REQUIRED DOCUMENTATION	ANSWER (to be filled out by bidder) Circle Response
A. Massachusetts Toxics Use Reduction Act All products must not contain any intentionally added ingredient which is listed on the Toxic Use Reduction Act (TURA) list (see 310 CMR 41.03 - full list is in Appendix A)	Manufacturer and Bidder must sign and return certification letter in Attachment D	Does this product contain any intentionally added ingredient listed in TURA? Yes No
B. Carcinogens All products must not contain any carcinogens listed with the following agencies at a level greater than 0.1% of the whole product (see Appendix B for lists): <ul style="list-style-type: none"> • National Toxicology Program (NTP) Known or Reasonably Anticipated Carcinogen • International Agency for Research on Cancer (IARC) Group 1, 2A or 2B substance • OSHA regulated carcinogen • EPA carcinogenic agent of group A, B, or C 	Manufacturer and Bidder must sign and return certification letter in Attachment D	Are any ingredients in this product listed as a carcinogen on the referenced lists at a level greater than 0.1% of the whole product? Yes No
C. Ozone-Depleting Substances All products must not contain any ozone-depleting substances as defined by the Montreal Protocol. (see Appendix C for list)	Manufacturer and Bidder must sign and return certification letter in Attachment D	Are any of the product ingredients listed by the Montreal Protocol as an ozone-depleting substance? (USCA 213 Sec. 601-618 - see Attachment D) Yes No
D. Phosphates	Manufacturer and Bidder must sign	Does this product meet



Massachusetts Cleaning Products

RF#GR004

ATTACHMENT C DESIRABLE HEALTH AND ENVIRONMENTAL PRODUCT SPECIFICATIONS AND CHECKLIST

To be eligible for points in this section, Bidders must fill out and return this attachment with their response. Additionally, bidders must submit required documentation which certifies compliance with the appropriate specifications to receive points. If no answer is filled out, or if no required information is submitted, bidders will receive zero (0) points for that item. The Massachusetts preference is designed to provide guidance to bidders and to inform them of the standard which will receive the greatest number of points. However, those responses which do not meet the preference may be eligible for points. Therefore, bidders are encouraged to fill out all questions even if products do not meet the preferred specification.

All responses must be given for products and their ingredients in their delivered form unless otherwise noted. Separate attachments must be submitted for product applications when environmental and health information varies for each application

Bidder Name _____

Manufacturer Name _____

Product Name _____

Product Application(s) Being Proposed _____

CRITERIA - HUMAN HEALTH & SAFETY	REQUIRED DOCUMENTATION	ANSWER (to be filled out by bidder)	MASSACHUSETTS PREFERENCE
A. Massachusetts Right-to-Know Act Are any ingredients in this product on the Massachusetts Substance List from the Massachusetts Right-to-Know Act in an amount greater than 1% of the whole product? (see Appendix G for list)	If yes, Bidders must list the name of all product ingredients in amounts greater than 1% of the total product, their CAS number, and the concentration of the ingredient in the product. However, if Bidders choose to claim "trade secret" for their product, they may elect to only provide the ingredient characteristic(s) as identified in the Mass. Substance list: M=mutagen C=carcinogen E=extraordinarily hazardous N=neurotoxin T1=teratogen 1 T2=teratogen 2	There is at least one product which appears on the Mass. Substance List. Yes No If yes, the ingredient(s) and their concentrations which appear on this list are written below (attach separate sheet if more than 3 ingredients appear on the Mass. Substance List): 1. ingredient/characteristic(s): concentration: CAS#: 2. ingredient/characteristic(s): concentration: CAS#: 3. ingredient/characteristic(s): concentration: CAS#:	no ingredients appear on the Mass. Substance List in an amount greater than 1%. Bidders will earn more points for revealing all requested information (i.e. ingredient name, concentration and CAS#)

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REQUIRED DOCUMENTATION	ANSWER (TO BE FILLED OUT BY BIDDER)	MASSACHUSETTS PREFERENCE
Under RCRA, product is defined as ignitable Yes No Reactive Yes No Corrosive Yes No Toxic Waste Yes No	Under RCRA, product is defined as ignitable Yes No Reactive Yes No Corrosive Yes No Toxic Waste Yes No	for concentrated products not to be regulated under RCRA if discarded as delivered
Primary Dermal Irritation Index (PDI) for whole product or for most irritating ingredient = _____ Information on non-animal tests may be submitted as an attachment and will be evaluated on a case by case basis	Primary Dermal Irritation Index (PDI) for whole product or for most irritating ingredient = _____ Information on non-animal tests may be submitted as an attachment and will be evaluated on a case by case basis	all ingredients be found a nonirritant (PDI=0-0.5) or negligible irritant (PDI=0.5-2)
TEST RESULTS FOR: <input type="checkbox"/> Whole Product <input type="checkbox"/> Single Ingredient Test used: _____ Numerical or Descriptive score for: Cornea: _____ Iris: _____ Conjunctivae: _____ pH is _____ product flash point is _____ F or the flashpoint of the ingredient with the lowest flashpoint is _____ VOC content = _____ %	TEST RESULTS FOR: <input type="checkbox"/> Whole Product <input type="checkbox"/> Single Ingredient Test used: _____ Numerical or Descriptive score for: Cornea: _____ Iris: _____ Conjunctivae: _____ pH is _____ product flash point is _____ F or the flashpoint of the ingredient with the lowest flashpoint is _____ VOC content = _____ %	all ingredients show a numerical score of zero in all categories or, on the descriptive scale, show an inconsequential or complete lack of irritation. pH between 4 and 9 a flash point higher than 200F that the VOC content come as close to 0% as possible.

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ANSWER (to be filled out by bidder)	MASSACHUSETTS PREFERENCE
Meets OECD definition of "Readily Biodegradable" Yes No Has passed simulation test. (Description of test must be provided.) Yes No	all product ingredients pass one of the acceptable biodegradability tests
Contains APEs Yes No	for products to contain no APEs
phosphate content = _____ %	for phosphate content to go beyond the Massachusetts law and be as close to 0% as possible

ANSWER (to be filled out by bidder)	MASSACHUSETTS PREFERENCE
Product available without dyes Yes No	for products to be available without dyes in addition to standard formulation
Product available without fragrances Yes No	for products to be available without fragrances in addition to standard formulation
approved by FDA for food use Yes No	for all dyes and fragrances to be approved by the FDA

ANSWER (to be filled out by bidder)	MASSACHUSETTS PREFERENCE
made from recyclable Yes No No No	for packaging to be easily recyclable in most Massachusetts communities and for non-recyclable and all packaging to be reduced to greatest extent feasible
container is available in container. Yes No No	for all products to be available in non-aerosol containers.
contains post-consumer Yes No No	for packaging to contain as high a level of recycled content as possible
use to return and refill collect used Yes No No	for cleaner containers to be refillable and for contractors to take back and recycle/reuse packaging.
be to minimize environmental impacts Yes No No	for programs to be in place which minimize environmental impacts, including but not limited to pollution prevention, recycling, use of environmentally preferable products.
available in form Yes No No	for cleaners to be available in concentrated form and for packaging to help minimize exposure
recommended use dilution (e.g. 3:1) for Yes No No	
minimizes exposure Yes No No	
ending dispensing equipment and plant matter, a response in order to assist in the development Yes No No	
water = _____ %	

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Resources

Where to Begin?





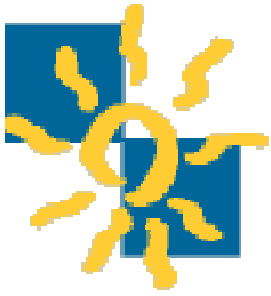
Where to Begin?

www.newdream.org/procure

scot@newdream.org

610 373-7703





U.S. Resources

- Energy Star program <www.energystar.gov>
 - EPA's "Buy Recycled" Program <www.epa.gov/cpg>
 - EPA's EPP Web site <www.epa.gov/oppt/epp>
 - EPP Contracts Database <www.epa.gov/oppt/epp/database.htm>
 - EPPNet <www.nerc.org/eppnet.html>
 - Green Seal <www.greenseal.org>
 - King County, Washington <www.metrokc.gov/procure/green>
 - Massachusetts <www.state.ma.us/osd/enviro/enviro.htm>
 - Office of the Federal Environmental Executive <www.ofee.gov>
-

Q & A

➤ To ask a question, press 01 on your touch-tone phone. This places your call into an electronic queue.



➤ To submit a question over the web, type your question in the "text chat" area at the bottom left hand corner of the screen, then click on "Ask Presenter".

Thank you for your questions
